

Message Text

LIMITED OFFICIAL USE

PAGE 01 WARSAW 05508 241716Z

51

ACTION EB-11

INFO OCT-01 EUR-25 ISO-00 CAB-09 CIAE-00 COME-00 DODE-00

INR-10 NSAE-00 RSC-01 FAA-00 L-03 TRSE-00 PA-04 PRS-01

USIA-15 H-03 OMB-01 SS-20 NSC-10 DRC-01 /115 W

----- 066133

R 240859Z OCT 73

FM AMEMBASSY WARSAW

TO SECSTATE WASHDC 6338

LIMITED OFFICIAL USE WARSAW 5508

E.O. 11652: N/A

TAGS: ETRN, PL

SUBJECT: CIVAIR: PANAM TICKET SALES

REF: WARSAW 5484

1. THIS MESSAGE IS INTENDED TO PROVIDE BACKGROUND INFORMATION IN CONNECTION WITH PROPOSAL, REPORTED REFTEL, WHICH LOT HAS MADE FOR LOT-PANAM MEETING DURING WEEK OF NOVEMBER 12 TO RESOLVE PROBLEM RESULTING FROM CURRENT POLISH LIMITATION OF PANAM ZLOTY TICKET SALES TO WARSAW-NEW YORK-WARSAW TRAVEL. EMBASSY WOULD APPRECIATE A REPORT OF THE DEPARTMENT'S RESPONSE TO PANAM HEADQUARTERS REGARDING LOT'S PROPOSAL (REFTEL PARA 6).

2. TICKET SALES RESTRICTION. PANAM REPRESENTATIVES ADVISE THAT THEY HAVE BEEN ABLE TO SELL TICKETS FOR ZLOTYS TO POLISH CITIZENS ONLY FOR WARSAW-NEW YORK-WARSAW TRAVEL. POLISH CITIZENS HAVE NOT BEEN ABLE TO OBTAIN APPROVAL OF NATIONAL BANK WHICH WOULD BE NECESSARY FOR THEM TO MAKE ZLOTY TICKET PURCHASES FOR OTHER DESTINATIONS. APPROVALS ALSO HAVE NOT BEEN GIVEN FOR PASSENGERS CHANGING IN LONDON FROM ONE PANAM PLANE TO ANOTHER, WHICH APPARENTLY IS NECESSITATED BY PANAM PRACTICE OF SELLING SEPARATELY SEATS ON LONDON-NEW YORK LEG OF FLIGHT. POLES
LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 02 WARSAW 05508 241716Z

HAVE DESCRIBED SUCH TRAVEL AS "VIA LONDON- AND THUS NOT

ELIGIBLE FOR ZLOTY SALES.

3. SALES RESULTS. BOTH PANAM AND LOT HAD VERY GOOD BUSINESS ON THEIR WARSAW-NEW YORK ROUTES DURING THE SUMMER SEASON. LOT WAS REPORTEDFULLY BOOKED DURING JULY AND AUGUST, AND PANAM'S FLIGHT WERE THE SAME, OR NEARLY SO. ACCORDING TO PANAM'S WARSAW OFFICE MANAGER (BOCWINSKI), APPROXIMATELY 60 PERCENT OF PANAM'S SALES HAVE BEEN MADE FOR ZLOTYS. BASED ON AROUGH CALCUALTION MADE RECENTLY, BOCWINSKI ESTIMATED PANAM IN WARSAW MIGHT REMIT TO HEADQUARTERS AS MUCH AS \$500,000 FOR THE CURRENT YEAR, TAKING INTO ACCOUNT CONVERSIONS INTO DOLLARS OF ZLOTY SALES. HE ESTIMATED GROSS SALES REVENUE WAS RUNNING AT A RATE OF \$800,000 ANNUALLY. ON AUGUST 7, AP QUOTED BOCWINSKI AS FOLLOWS: "I THINK IT IS GOING TO BE A VERY GOOD YEAR. WE'VE MORE THAN DOUBLED OUR PASSENGER LOAD. LAST YEAR WE HAD 11 CHARTERS, AND SO FAR WE'VE SOLD 24."

4. FUTURE PLANS. BOCWINSKI INFORMED US HE HAS RECEIVED PROPOSED PANAM SUMMER SCHEDULE FOR 1974 WHICH SHOWS AN INCREASE FROM TWO TO FOUR WEEKLY FREQUENCIES. LOT, HE SAYS, PLAN TO INCREASE TO THREE FLIGHTS WEEKLY, INCLUDING ONE NONSTOP WARSAW-NEW YORK. REGARDING LOT'S INTEREST IN SERVING CHICAGO, GOP HAS MADE NO MENTION OF THIS TO THE EMBASSY, BUT CIVIL AVAITION OFFICIALS HAVE MENTIONED THEIR INTEREST INFORMALLY IN RECENT MONTHS TO PANAM, US AIRCRAFT MANUFACTURERS, AND TO MEMBERS OF SENATE COMMERCE COMMITTEE DELEGATION VISITING WARSAW IN APRIL.

5. INTEREST IN COMPROMISE. DURING OCTOBER 16 MEETING AT EMBASSY, PANAM REPRESENTATIVES INDICATED THEY FELT THEY COULD RECOMMEND ACCEPTANCE OF SETTLEMENT WHICH WOULD PERMIT ZLOTY TICKET SALES ON FLIGHTS TO DESTINATIONS WITHIN THE US ONLY, PARTICULARLY IN VIEW OF THEIR FEELING THAT TRAVEL BY PRIVATE POLISH CITIZENS TO OTHER DESTINATIONS SERVED BY PANAM (JAPAN CITED AS EXAMPLE) WAS NOW VERY LIMITED AND WAS EXPECTED TO REMAIN SO FOR FORESEEABLE FUTURE. ON OTHER HAND, POLISH AVIATION OFFICIALS HAVE INDICATED TWICE IN RECENT WEEKS, ONCE TO PANAM AND ONCE TO EMBASSY OFFICER, THAT THEY WOULD NOT BE LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 03 WARSAW 05508 241716Z

UNHAPPY IF THE US WERE FORCED TO PUT LIMITATION ON LOT'S SALES BEYOND NEW YORK SINCE THIS WAS LESS PROFITABLE PORTION OF THEIR BUSINESS.

6. PANAM HAS DIRECT CONNECTIONS FROM LONDON TO BOSTON; PHILADELPHIA; WASHINGTON, D.C.; DETROIT; SEATTLE; PORTLAND; SAN FRANCISCO; AND LOS ANGELES; PLUS INTERLINE CONNECTIONS TO DALLAS, ATLANTA, NEW ORLEANS, AND MINNEAPOLIS/ST PAUL.

EMBASSY DOES NOT KNOW IF POLES WOULD BE PREPARED TO OPEN
ZLOTY TICKET SALES TO THESE DESTINATIONS, OR WHAT THEY
MIGHT REQUEST IN RETURN. PARTICULARLY IN VIEW OF
VALUABLE ZLOTY TICKET SALES ARRANGEMENT WHICH IS NOW
OPERATING FOR PANAM, IT APPEARS TO EMBASSY THAT SOME
COMPROMISE SOLUTION WOULD BE IN ORDER REGARDING
DESTINATIONS OTHER THAN NEW YORK.
DAVIES

LIMITED OFFICIAL USE

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 24 OCT 1973
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: golinofr
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1973WARSAW05508
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: n/a
From: WARSAW
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1973/newtext/t19731013/aaaaajlg.tel
Line Count: 123
Locator: TEXT ON-LINE
Office: ACTION EB
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators:
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: WARSAW 5484
Review Action: RELEASED, APPROVED
Review Authority: golinofr
Review Comment: n/a
Review Content Flags:
Review Date: 20 SEP 2001
Review Event:
Review Exemptions: n/a
Review History: RELEASED <20-Sep-2001 by smithrj>; APPROVED <06 MAR 2002 by golinofr>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: CIVAIR: PANAM TICKET SALES
TAGS: ETRN, PL
To: STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005